

THE Organized FARMER

F.U.A. PRESIDENT'S REPORT

FEDERAL SUBMISSION

By Paul Babey

The Submission by the National Farmers Union to the Federal Government was made in Ottawa on March 3 and 4. It was my pleasure to be able to attend on your behalf.

The brief strongly emphasized the role of farm credit, the need for national marketing board legislation and the problems accompanying rail line abandonment.

In its recommendation that restrictions on Farm Credit Corporation Loans be eased to permit greater assistance for young farmers, the N.F.U. brief noted that the average age of farmers is 45-54 years compared with 35-44 years in 1954. The brief asked that Farm Improvement Loans be doubled (to \$15,000.00) to discourage high cost credit financing from implement and finance companies.

The urgent need for enacting national marketing board legislation was stressed due to the decision of the justice department in the case of Canada Packers acquisition of Wilsil Ltd. and Calgary Packers. The brief stressed the need for proper marketing board legislation "to protect the legitimate interests of producers as a countervailing force in the market place."

On the question of transportation the following principles were emphasized. Transportation policy should be regarded as a part of national policy. Transportation is a public service, necessary to the public well being, and transportation in Canada should be regarded and treated as a public utility. The need for a transportation facility can only be justified if it provides a needed economic and social service to a community.

Amendments were urged to the Agricultural Stabilization Act as it applies to the support of hogs and eggs. The N.F.U. brief recommended the establishment of a system of support payments recognizing regional differences with payments being made to producers when necessary on a quarterly basis.

Continuation of present methods of support for butter and milk were requested.

Other sections of the submissions made the following requests:

(1) Legislation limiting, and requiring disclosure of, all rates of interest being charged on credit purchase contracts.

(2) An amendment to the Bankruptcy Act to give the farmer preference as a creditor, after the wage earner.

(3) Co-ordination of A.R.D.A. programs with those of the Prairie Provinces, and Farm Credit Corporation.

(4) A re-insurance program Farm Rehabilitation Administration for crop insurance in order that the risk of potential losses may be minimized in provinces that cannot now afford such risks.

(5) Expansion of Wheat Board operations to include marketing of flax, rye and rapeseed.

(6) Implementation of a two-price system for domestically consumed and export wheat.

(7) The implementation of unemployment insurance for farm labor.

The meeting with the government was a morning well spent. Most of the cabinet ministers were in attendance including Prime Minister Pearson. The Prime Minister complimented the delegation on their submission stating that if the government implemented 3/4 of our requests, our batting average would be pretty good. He agreed with our presentation on transportation, and stated that transportation legislation will be forthcoming. When questioned on the Bankruptcy Act the Prime Minister replied that while this was not included in the throne speech, an amendment in the form of a government bill similar to Bill C-5 of the last session, will be put to the house before the session is over.

Agriculture Minister Harry Hays, commenting on availability of credit, stated that \$135 million was borrowed through F.C.C. & F.I.L., while \$225 million was borrowed outside of these agencies, at rates from 12% to 20% interest. Mr. Sauve, Minister of Forestry, questioned the western group on the problems of bi-culturalism.

We met in separate sessions with other political groups—Liberals, Conservatives, New Democratic and the Social Crediters. No meeting was held with Raillment de Creditiste. In all our meetings members of parliament questioned the group on many sections of the brief. This indicated interest and the discussions usually were of a high calibre.

Ontario Hog Marketing Board
Following our meetings in Ottawa, we proceeded to Toronto to view the marketing board opera-

(Continued on Page 4)



Paul Babey

MARCH CALENDAR

March 3 — N.F.U. Brief presented to Federal Government.

March 4 — Brief presented to Parliamentary Parties.

March 5 — Visited Ontario Hog Marketing Board in Toronto.

March 9 — Innisfree Meeting.

March 10 — Opened FUA Curling Championship at Sportex.

March 11 — Alberta Poultry Marketers Convention.

March 12 — Alhambra Meeting.

March 13 — Kitscoty Meeting.

March 16 — Fort Saskatchewan Meeting.

March 20 — Myrnam Meeting.

March 23-26 — Western Farm Leaders Conference, Banff.

ABOUT ONTARIO HOG MARKETING

Facts You Should Know

IS HOG MARKETING BIG BUSINESS IN ONTARIO?

It is. Over 2 million hogs are sold annually for a gross of some \$100 million. Hog marketing ranks high among Ontario's largest industries.

HOW ARE ALL THESE HOGS SOLD?

They are sold under a collective marketing program developed through the years by the hog producer organizations. This program is sanctioned by the Ontario Farm Products Marketing Act, which also regulates the assembly and sale of other farm commodities. A government agency, called the Farm Products Marketing Board, supervises the operation of all marketing plans set up under the provision of the Farm Products Marketing Act. Each commodity group has the necessary legal powers to market its product or products in an efficient and orderly manner. These powers are exercised by boards of farmer-elected representatives called local boards.

WHAT IS THE ONTARIO HOG PRODUCERS' MARKETING BOARD?

It consists of eleven men, elected by the hog producers to direct the marketing of all hogs sold for processing in Ontario. These men make policy in accordance with the wishes of the farmers they represent. Under their supervision is a professional marketing organization, staffed with men who have devoted a lifetime to live-stock marketing. They know their business. They can hold their own in the market place.

HOW ARE THE HOGS MOVED FROM FARM TO THE POINT OF SALE?

Hogs are produced in 42 counties. In order to assemble them where they can be sold and cleared promptly, the local board has set up a network of terminal markets, commonly known as marketing yards. These yards are strategically located so as to reduce the farmer's hauling costs. There are 44 yards in Ontario and one in West-End Montreal. Each yard is under the supervision of a manager.

WHY ARE MARKETING YARDS NECESSARY?

Assembly yards have served the farmers so well that they keep requesting additions to the system. If there were only a few central gathering points instead of the complete network of marketing yards now in existence, the producer's transportation costs would be considerably increased. It is the processor, not the farmer, who assumes the cost of moving the animals from the yard where he buys them to the plant where he kills them. Important services such as weighing, tattooing, insurance of receipts, are performed at the yard. Most of all, the marketing-yard system has put an end to direct deliveries to packing plants, drover bonussing and the lack of

producer control which marred hog marketing in the days of unregulated buying and selling.

WHAT HAPPENS WHEN

THE HOGS REACH THE MARKETING YARDS?

They are offered for sale in lots through a unique system which combines the good features of personal negotiations and the mechanical efficiency of electronic bidding. Briefly, the hogs are sold by teletype — a master teletype machine and an electronic broadcast repeater in the offices of the marketing organization and seventeen packers' teletypes, including one in the Province of Quebec. Each sale, usually completed in less than 30 seconds, is confirmed over a two-way teletype circuit between the buyer and the agency.

DOES NOT THIS SYSTEM FORCE THE SALES STAFF TO ACCEPT THE BUYER'S PRICE AND OTHER TERMS OF SALE?

Not at all. The marketing organization reserves the right to reject any bid when (a) the buyer is not in a position to slaughter the animals promptly or when (b) the buyer cannot furnish proof of financial responsibility. Control of

(Continued on Page 2)



Posed on the steps of the Grain Terminal Association office in St. Paul is the F.U.A. Touring Group. According to reports they proved to be fine ambassadors for Alberta.

Back Row, left to right: Leonard Lang, Beiseker; Mel Quance, Gadsby; Harold Caton, Eckville; Stanley Sikorski, St. Paul; Louis Secretan, Del Bonita; Laurence Humphrey, Bonanza; Fred Huddleston, Twin Butte.

Third Row: Harold Northcott, Milo; Mrs. Janet Quance; John Boychuck, Radway; Sarden Semenuk, Nestow; Dave Reidford, Dunstable; Geo. Ottewell, Bremner; Henry Heggerud, Wetaskiwin.

Second Row: Mrs. Elizabeth Miluck, Edson; Mrs. Violet Anderson, Buffalo; Mrs. Olive Johnson, Didsbury; Mrs. Boychuck; Ernie Winnicky, Falher; Jack Auchinuk, Brosseau; Mrs. Clara Smythe, Craigmyle; Mrs. Angeline MacLean, Marwayne; Arthur Widlake, Sedgewick; Mr. Frank Livingstone, Farmers' Union Grain Terminal Association, St. Paul, Minnesota.

Front Row: Jim Doenz, Warner; Mrs. Betty Doenz; Mrs. Evelyn Page, Didsbury; Miss Marjorie Oxford, Rose Lynn; Henry Johnson, Didsbury; Paul Leriger, Wanham; Ken Goble, Northville; John Gunning, Peace River; Jack Savard, Irma; John Niznik, Brooks. Kneeling in front is the tour leader, Dick Page of Didsbury, Director of District 10.

FARMERS UNION OF ALBERTA

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DISTRICT NINE TEAM MEETS AGAIN

District 9 Team met once again just before Christmas at Wetaskiwin. "The fruits of previous meetings showed in the smooth flowing way in which the business of a full agenda was dispatched," said Kay Dowhaniuk, Director of FU & CDA, who attended the meeting. D. G. Whitney, FUA Director for District 9 was chairman.

Conveners of the committees set up over a year before reported in turn Alvin Goetz, convener of "Youth Programs" reported that nine courses, field days etc. had been held very successfully. More were being planned and the promise for the future was bright.

D. Jones's committee on a Community Calendar had had to delay action until the re-arranging of district boundaries had been completed. Nelson Hall reported on the sub-district committee in the absence of Laurence Henderson, sub-district 1, director.

Wally Tullis, UGG fieldman gave a very encouraging report of the year's work in Leadership Training. Very successful short courses on the sub-district level were held at Ponoka, Lacombe, Eckville and Wetaskiwin with the assistance of Alan Deschamps, Colonel Cormack, Kay Dowhaniuk and Florence Sissons. The five leadership camps, four at Gold Eye Lake and one at Vermilion gave a Training which would be certain to produce Leadership for the future. Wally Tullis said that the Graduate Camp at Gold Eye Lake had given him one of the finest weeks of his life.

the United Farmers' of Alberta in 1909; became its president in 1916 and held that post until 1931. For 15 years he gave leadership and guidance in the establishment of group co-operation and organization as permanent features of our agricultural economy.

MEMORIAL TO HENRY WISE WOOD UNVEILED AT WHEAT POOL BUILDING

By Pauline Jasman

ON THURSDAY, March 19th, I was privileged, on behalf of Mr. Paul Babey, and representing the Farmers' Union of Alberta, to attend the unveiling ceremony of a plaque commemorating one of our most eminent Canadians, Henry Wise Wood.

Members of the Wood family, representatives from farm organizations and co-operative as well as officials from all levels of government, were on hand in the foyer of the Alberta Wheat Pool Building when Arthur Laing, Minister of Northern Affairs, unveiled the plaque erected in memory of Henry Wise Wood, agricultural pioneer, and first president of the Alberta Wheat Pool.

In tribute, Mr. Laing said that Mr. Wood had done more than any other man in the past generation to determine the economic and political history of the prairies. Mr. Wood grasped the idea that the farmer, who had always wrestled with nature, also needed bargaining power with the merchants, and the economic value obtainable through co-operation. He was a prime mover in the es-

tablishment of co-operative wheat marketing in western Canada, and in the formation of the United Farmers' of Alberta.

Mr. Wood was born in Missouri and came to live at Carstairs in 1905 at the age of 45. He joined

Value of Debating

By Cecil Hoven

Debating is an ideal method of improving one's public speaking ability, and training a person to think while the eyes of an audience are upon him. Those who benefit most from the art are the debaters themselves.

After attending a good debate one realizes that the participants have done considerable preparation and have acquired thorough knowledge of the topic.

Debating is an argument involving a controversial subject, with two teams; one for, and one opposed. Each team has equal op-

portunity to state their views. This illustrates to the debaters and the audience the courtesies that should be employed in everyday discussions. Debating is a very formal affair. Therefore a contestant does not adopt a free-and-easy style.

Keeping these ideas on the value of debating in mind, I would like to urge that as many young people as possible, aged 14 to 27, enter this competition. In winning or losing, you gain valuable experience, and stimulate more interest and activity in your own community and our Jr. F.U.A.

Censorship Chosen For Contest Controversy

Jr. F.U.A. Debating Competition

NAME _____

ADDRESS _____

AGE _____ PHONE NUMBER _____

NAME _____

ADDRESS _____

AGE _____ PHONE NUMBER _____

SUBSTITUTE NAME _____

ADDRESS _____

AGE _____ PHONE NUMBER _____

Sponsoring Local _____

Local Number _____

Secretary _____

Address _____

ATTENTION

JUNIOR MEMBERS:

The Junior F.U.A. is again sponsoring their annual provincial debating contest. Entries for this competition close April 25, 1964.

Any two young people between the ages of 14 and 27 years who are members of the FUA, FWUA, or Junior FUA may enter as a team.

The province will be divided in three regions for the debates.

1. Districts 1 and 2
2. Districts 3 to 9 inclusive
3. Districts 10 to 14 inclusive.

Locals entering a team will play off in district competition and the winner from the district will go on to the regional playoffs. The winners from each region will debate at the Junior annual meeting at Gold Eye Lake on July 2nd.

The topic to be debated for the district playoffs is "Resolved that Censorship is an insult to human intelligence." The playoffs will be held before June 1st.

We hope all locals will try to get a team to debate. Those entering the contest, please fill out the application form below and return to Central Office by April 12th 1964. Debating rules and procedures will be mailed when applications are received.

Both Wally Tullis and Kay Dowhaniuk spoke of the Leadership Camps held at Banff and asked for help in encouraging more to attend.

Shirley Myers, Home Economist for Wetaskiwin reported on program planning for women's groups., J. Kerns, D.A. for Ponoka mentioned that Albertine Schelstrate, Home Economist for Lacombe was offering a series of courses in Home Management.

Committee conveners for 1964 were elected (1) Leadership Development — Wally Tullis (2) Youth Programs — Alvin Goetz (3) Co-operative Education — Ed Daley.

D. G. Whitney invited Ray Spanholz, Chairman of the Parlyb Creek Water Conservation project to report what had been accomplished to date. A very lively discussion followed on the contributions which might be made by PFRA and ARDA followed. As an illustration of the widening circle of co-operating bodies R. Spanholz mentioned that PFRA had involved the RCAF in the aerial photographing of the territory involved.

Mrs. Dowhaniuk described the new project undertaken by FU & CDA under the direction of the trained sociologist, Dr. Doscher. The aim of this survey was to discover just what the rural people were thinking regarding the rapid changes being made in their lives by technological advancement.

The Topic of Hog Marketing Boards was raised by Max Sears and the terms of a possible plebiscite discussed.

Kay Dowhaniuk explained the proposed composition and purpose of the County and Municipal Teams in the process of being set up. All of the day's work added up to twelve months' of accomplishments that few members of the team foresaw a year ago.

To ice a cupcake quickly, while it is still hot top it with a piece of a sweet or semi-sweet chocolate bar, spreading as the chocolate melts. Or dip the cooled cakes in rather thin icing and swirl them around.

Facts You Should Know . . .

(Continued from Page 1)

the selling price is maintained at all times through a specially-selected price tape inserted in the master teletype. This tape allows the salesman to determine beforehand the acceptable price range for each successive offering.

WHAT HAPPENS IN THE CASE OF THE SMALLER PROCESSOR?

The marketing organization, using a packer's teletype installed in its offices, bids for the hogs on their behalf. In this way, packers who cannot afford the cost of individual teletype installations can still enter their bids, at the price level they themselves have chosen, for any lot of hogs offered over the teletype circuit.

WHAT ARE THE ADVANTAGES OF THIS SYSTEM?

The good features of the system, in addition to its mechanical efficiency, may be summed up as follows: (a) it encourages competition among the buyers, (b) it has kept prices above the main U.S. and Western Canada markets in the first few months of operation, (c) it has relieved the marketing organization of the necessity, to allocate the hogs in case of identical bids, and (d) it provides a permanent and accurate record of all transactions with the buyer's identity in each case known only to the selling agency.

HAS THE SYSTEM ELIMINATED THE NEED FOR SALESMANSHIP?

Machines are intended to assist man's intelligence and ingenuity, not to replace him in the task of persuasion. The sales staff continues to do the job it did before the teletype system was introduced. The telephone is used extensively to contact prospective buyers before each day's bidding

session. The salesman's main job, however, is to keep informed of market trends in the U. S. and in other provinces of Canada and to interpret the behaviour of the Ontario market in the light of this knowledge. Market information is the most vital ingredient of salesmanship.

DOES SALESMANSHIP INFLUENCE PRICE?

Yes, although certain factors (actual volume of supply on a given day or during a given period, competition from other supply sources, competition from other types of meat animals, inventory position of the buyers) do not normally respond to salesmanship. Other factors, however, are affected by intelligent persuasion. In these areas where salesmanship can have an influence on price, the work of the hog producers' marketing organization has not changed at all since the introduction of the teletype system of selling. Its salesmen continue to sell.

WHO PAYS FOR THIS MARKETING PROGRAM?

A fee of 35 cents per hog is levied by the local board to cover such costs as the operation of marketing yards, the maintenance of a modern selling organization, the grants made to the hog producers' county associations, the routine expenses of board meetings, its producer information program, etc. Experts agree that this fee is the lowest on record in North America for comparable marketing services.

WHAT ARE THE ADVANTAGES OF COLLECTIVE MARKETING

Collective marketing makes it possible for the farmer however small he may be, to have a measure of bargaining power in the market place. Alone, his influence on price and other terms of sale is insignificant; with others, his influence is quite great.

Collective marketing also makes it possible for him to benefit from the knowledge and experience of a professional marketing organization. When his hogs reach market weight and finish, he need not worry about finding a buyer. His marketing organization exists to relieve him of his responsibility.

DOES NOT ALL THIS INVOLVE COMPULSORY DIRECTION

Yes, necessary compulsion, such as found today in many other areas of our social and economic life. The law requires the hog producer to ship to one of the marketing yards near his farm operated by his selling agency. In other words, the law helps him save money on transportation. The law requires him to pay his own organization a marketing fee. In other words, the law helps him save money by reducing his marketing costs. The law requires that his hogs be sold through a marketing board which he himself has elected to protect his interests. In other words, the law places at his disposal a modern selling agency which he could not afford to maintain on his own. Incidentally, market orders are nothing new—they have been used in the United States, and quite successfully, for many years.

WHAT IS THE OHPA

The Ontario Hog Producers' Association is the oldest of the hog producer organizations. Founded in 1941, its activities led to the establishment of the Ontario Hog Producers' Marketing Board in 1945. The Association includes all counties of Ontario, except the provision County of Haliburton and the territorial districts of Northern Ontario. Each county association elects its own officers once a year, and formulates resolutions for presentation to the annual general meeting. The OHPA provides a medium through which Ontario's hog producers may express their views and wishes on all matters pertaining to hog production and marketing. The Association also carries out a continuous information program through its monthly publications, *The Market Place* and various audio-visual aids it produces from time to time.

The following account of the 1964 Farmers' Union of Alberta Award Trip to Saskatoon, Winnipeg, and the twin cities of Minneapolis-St. Paul, Minnesota, was compiled by the tour members themselves. Dick Page of Didsbury was Tour Leader. The tour left Edmonton in the evening of February 10. The story is picked up as the Tour arrived in Saskatoon by C.N.R. Pullman.

AWARD TOUR 1964

We were met by Fred Lockhart, Public Relations Officer of Federated Co-ops and escorted via bus, courtesy of Federated Co-ops Farmers Union, Saskatchewan Wheat Pool and Co-op Insurance, to a breakfast at the Western Co-op College.

Later we were addressed by the Principal, Mrs. H. E. Chapman, on the subject of organization and curriculum of the college. This training is available to all managers and employees of co-ops.

They offer a five day course and a correspondence course with an enrollment of 75 present. In 1963 they had 27 students from 22 foreign countries attending. They offer one-week courses to teachers of public schools who teach Grades VII, VIII and XI, to familiarize them with the history and organization of co-ops.

We visited the University of Saskatchewan, which consists of 47 buildings, covering 40 acres. We toured the premises and in the Arts Bldg were addressed by Dr. Stensland. He dealt with Adult Education and Over-Organization. He also dealt with housing and rural slums. We were then addressed by Dr. Larry Smith, formerly assistant Dean of the Ontario Veterinary College, who is Dean of the new Western Veterinary College that will be located on the campus grounds.

We were luncheon guests of the Saskatchewan Wheat Pool at the J.D. Motor Hotel. Mr. Fisher, Manager of the Saskatchewan Wheat Pool Flour Mill, addressed the group dealing on the subject of the flour sale to Russia, and other countries. Sale of flour to Russia amounted to 475,000 long tons. The mill produces 4,000-100 lb. bags a day. The Russian flour is packed in jute bags of 110 lbs. This order raised the working week from five to seven days in order to fill the commitment by July 31, 1964.

We then toured the mill itself and went to the S.F.U. headquarters where we were ocered refreshments. Mr. Roy Atkinson, President of the S.F.U., addressed us on their proposed Hog Marketing Board and related it to the Poultry Producers of Southern Saskatchewan. Safeways are not renewing their contracts but are acquiring their supplies from their own integrated sources.

We next visited the Pionera Museum, which we would heartily recommend to all tourists.

Once again we were guests of the Saskatchewan Wheat Pool. Federated Co-op and Co-op Insurance for dinner at the J.D. Motel. Mr. Harold Benson, Products Division Manager, Federated Co-op, addressed us on the subject of the proposed \$18,000,000 fertilizer plant which will be allocated within the next two or three weeks. The capacity of this plant to be 125,000 T. and may be increased to 225,000 T.

The next visit was to the Federated Co-op Warehouse. This building covers four acres under one roof, completely automated and equipped with electronics, push-button controlled doors, ramps, etc. The truck court will accommodate sixteen semi-trucks at one time. 1963 sales from this warehouse was \$9,000,000, with a stock of \$1,250,000.00 at all times, supplying the Southern Saskatchewan Area. This is one of four warehouses of this size servicing Saskatchewan. A small staff of twenty-one males and two females operate the complete warehouse.

February 12, Wednesday:

In Winnipeg we were met at the station by Alberta Wheat Pool Representative, H. Moen and



ALL ABOARD! This was the scene on the Sunday evening the F.U.A. Touring Group boarded their car at the Edmonton station. Dick Page leads the way. All together, the group filled one pullman and part of a second. They said they were comfortable!

United Grain Growers Representative; they took us to the Grading Room of the Board of Grain Commissioners. This is an independent body appointed by the Dominion Government, for protection of the Western Grain farmers.

Three samples of grain are taken from each car load. One is retained at the local elevator, one to the grading room and one stays with the box car. Through rigid screening of samples, which are handpicked, we are able to maintain an exceptionally high quality. It was through this very rigid grading system that the variety 'Prairie Pride' was discovered. This grain was developed by a farmer in Southern Saskatchewan.

We would like to point out that only licensed varieties should be grown. It was an exceptionally good sample but after testing in the laboratory it was found to contain very poor baking qualities and very low protein. After this discovery the Wheat Board bought all of the grain from the farmer and disposed of it. This illustrated to what extent the Board will go to maintain Canada's high standard of grain—the highest in the world.

Therefore, world importers will buy on Certificate of Quality which is never questioned, whereas in the United States grain is bought on sample only. They have no licensing of varieties and farmers raise quantity in preference to quality. In comparison, in samples shown, it was quite obvious that Canadian grain was far superior to United States.

The Canadian laboratory is responsible for finding quality of cereal grains. Each and every cargo must have detailed quality tests as to milling, baking, malting and macaroni qualities. In assessing all tests from the laboratory, the bakeries can blend different varieties to attain uniformities. The outcome of the two departments is quite evident that their close co-ordination is responsible for Canada's superior position which they now enjoy in the world's great market.

The Winnipeg Grain Exchange is a voluntary body of four hundred members, who pay an annual membership of \$250.00. They elect a Board of Governors of which Jim Clark is President.

The Canadian Wheat Board sets the asking price of wheat, which is \$2.08 for this season. Then the wheat is put on the floor for sale to importer and mills. Any of the large transactions, such as the Russian deal and China, are made by Government negotiations. Wheat is not on the future market.

Oats, barley, flax, rye and rapeseed are sold on both cash and future markets. The market in the United States is similar only wheat is sold on the open mar-

ket, and it was interesting to note that the future July Market was .68c below the selling price that day. The drop has contributed to the new American Wheat Allotment Program.

The danger of treated grain being shipped and getting into a boat load of grain for export was stressed, as this could ruin our high reputation of Standards. There were twenty-three cars condemned last year. Alberta being the highest offenders.

We were guests of the C.C.I.L. for dinner. Mr. Brown, President, Jim Jackson of Irma, Alberta, and two other delegates of C.C.I.L. gave us a short address as they were having their annual convention and were unable to tour the plant with us. The highlights

(Continued on Page 4)

New D.A. For Edson

F.U.A. provincial executive member Herb Kotscheroski of Stony Plain took part in a delegation from the Agricultural Development Committee of F.U.A. District 5 which met with Agricultural Minister Harry Strom this week. The delegation presented a brief asking for increased agricultural extension service in the western part of the district. District 5 extends west from Edmonton to the forest reserves west of Edson.

The brief asked that a resident District Agriculturist be appointed to serve the improvement districts 77, 78, and 95 west of Edmonton. The delegation included the District Agriculturist from Stony Plain, Mr. E. C. Love, Committee Chairman; Otto Riech of Tomahawk, District Director; Roy Getson of Chip Lake, and several other farm people from the area.

According to "The Stony Plain Reporter", the Minister said he would comply with the request. He said that the headquarters for the new D. A. would likely be in the Provincial Building at Edson. The appointment would probably not be made until next year.

Arguments put forth by the District Five team for their proposal included the fact that outside of the Peace River area, the present Stony Plain D. A. has been serving an area almost twice the size of any other in the province. This, plus the fact that the wooded area westward has been developing very rapidly, has meant that the present D. A. and staff has been severely overloaded.

Also discussed with the minis-

FACTS ARM INTELLIGENCE

By Bill Harper, F.U.A. Radio Commentator

The big issue facing the farmers of Alberta this spring is the subject of hog marketing. Do they want their own board, controlled only by themselves or do they want to continue the present system of marketing, which almost all producers agree is unsatisfactory? This is a question of very great importance. It involves about 36,000 Alberta farmers, who sell nearly \$70 million worth of hogs a year. It therefore deserves careful, intelligent study.

The F.U.A. convention, last December, by unanimous vote instructed the Board to ask for a vote of Alberta hog producers to decide upon this matter. Since then, the F.U.A. Board, in co-operation with the A.F.A. has been hard at work, organizing meetings, and making plans to get information out to farmers, so that they can make up their own minds, and vote for or against the plan.

Some time ago, in one of my broadcasts, I said this: "The FUA invites discussion on this important question, but let's stick to facts and informed opinion. In other words, let's make this an exercise in intelligence."

This plea for sanity and good sense was later repeated in the February 7 issue of The Organized Farmer. The FUA has gone "all out" to do this. Many of our locals, and sub-districts have organized meetings. All expenses of these meetings have been borne by the FUA. Opponents of the hog marketing board idea have been invited to these meetings to speak, alongside the FUA speaker, and have received a courteous hearing.

They have been provided with halls and audiences, at FUA expense, in order that Alberta farmers could hear the opposition to marketing boards, as well as the side favoring them. In my opinion this is as it should be. The FUA has stood by its principles, tried to make this "an exercise in intelligence."

However, I do think that some pretty pointed questions need to be asked of some of the opponents

ter was the possibility of setting up a seed cleaning plant. Costs would be shared by the Government and the farmers of the improvement districts involved.

of the hog marketing board. For example, a set of slides is being shown in Alberta showing a group of badly damaged hog carcasses, hanging on a rail in a packing plant. This picture is said to have been taken in an Ontario plant, and the inference is that these carcasses are typical of the carcasses of all hogs sold in that province under the marketing board. I repeat, this is the inference left. It is not actually being said.

The fact is well known that when hogs are being killed in a plant, there are always a few bruised carcasses. These carcasses are pushed off on a side rail, and are later salvaged as much as possible. A picture of a group of damaged carcasses can be taken in any packing plant. It is not a condition peculiar to Ontario, under board marketing.

The actual facts are that representatives of the Meat Packers' Council, the Ontario Marketing Board, and the Ontario Government have set up a committee to study this whole problem of carcass damage, and try to improve the situation. Also, the meat packers' representative has complimented the marketing board for reducing the number of damaged carcasses, since it began operations.

Another statement which is being made is that one hog producer in Ontario has produced proof that his hogs dress only 72% since the board took over, whereas they used to dress 82%. These are the only figures given—in proof whatever—just a statement.

There are over 50,000 hog producers in Ontario. Is it reasonable to take the story or even the figures of only one, and on this base a criticism of the whole marketing process? Surely a representative sampling of, say 100 producers—chosen at random, not hand picked, would be a much more fair way to get an opinion.

And finally, what about the very careful investigation carried out by the committee set up by the farm organizations two years ago? This committee was made up of three men, one from each prairie province. In their opinion, the Ontario Hog Marketing Board was doing a very good job, and was enjoying strong farmer support.

Those who criticize the Ontario Hog Marketing Board need to explain where this investigating committee went wrong. So far, they have never even tried to do so.

CLASSIFIED SECTION

SEED GRAIN

THATCHER WHEAT—Registered No. 1, 2nd generation. Sacked and sealed. \$2.40 a bushel. F.O.B. Belloy. John Pierog, Belloy, Alta. Phone 8.

RUSSIAN WILD RYE GRASS SEED — Good quality, high germination. Grade 1, \$45; Grade 2, \$40 per 100 pounds. Tall Wheatgrass \$47 per 100 pounds delivered to nearest station. Claresholm Russian Wild Rye Grass Seed Ltd., Box 86, Claresholm, Alberta.

Look for this symbol when you buy seed



SEED GRAIN — Foundation and registered grower. High quality seed barley—Gateway 63, Jubilee, Parkland, J. H. McLaughlin, Spruce Grove, Alberta. Phone 489-9303.

Nordan Crested Wheat Grass Seed. Registered 25c, unregistered 20c per lb. Gould Bros., Consort, Alberta. Phone R 1305, Consort.

Eagle Oats For Sale. Germ. 99%, Cert. No. 73-8813. Grown from 2nd generation registered seed. 60c per bushel. J. W. Stromberg, New Norway. Phone 672-6532, Camrose. rec. 633

EMPLOYMENT

COOK NEEDED — For Jr. F.U.A. Goldeye Camp in July, August. State salary expected per month. Enclose with application a planned menu and food list for fifty persons for one week. Apply to Farmers' Union of Alberta, 9934-106 Street, Edmonton.

OPPORTUNITY — Co-op Insurance Services have an opening for a full time sales representative for Athabasca and area. Selling experience helpful, but not essential. Good starting income is guaranteed. Excellent fringe benefits included. Selection will be based on results of a vocational guidance analysis test. Applicants should be married, preferably between ages 25 and 40. Apply Co-op Insurance Services, 9924-106 Street, Edmonton, c/o Sales Dept.

AGENTS

FARMERS ONLY—Steady monthly income. You may qualify as our demonstrating agent. Demonstrate Comet Farm Equipment in your spare time. Machines on consignment. Write for qualifications. Smith-Roles, Dept. Q, Saskatoon, Sask.

WELDING

FOR SALE — 180 amp. Forney Welder used very little. Complete with cables, helmet, torch, solder iron. Guaranteed for one year. Will ship C.O.D. with a \$25.00 deposit. Price \$149.00. Write only to A. Haderer, 3864, Brighton Drive, Calgary.

AWARD TOUR . . .

(Continued from Page 3)

of the addresses were Mr. Jackson's words, "That every bolt, nut, board and shingle were the property of the farmers of Western Canada, as compared to the few shareholders who owned the large machine companies."

The original plant was purchased from an old Lumber Company and at present large new extensions are being built. It appeared that working facilities were quite adequate and they were working a shift and a half; the average wage was \$1.87½ per hour. The success of the plant depends upon the patronization and ideas conveyed to the Board by our Delegates.

February 13, Thursday:

We arrived at Farmers' Exchange in St. Paul, Minnesota, which is very similar to our U.F.A. Co-op Farm Supply Division. Mr. Bob Yount was our host and tour-guide and showed great pride in this organization. This was the most beautiful building we visited on our tour.

In his introductory speech, he estimated 10,000 visitors annually. A description of a large map, there is probably none like it in the world, was given to us. Each portion signifying a different farming trend in the North West States. The original Co-op employed four people, at present they employ nine hundred.

There are eleven states having F.U. Charters and participate in the F.U.C.E.

We then proceeded to the auditorium where Bob Yount informed us that F.U.C.E. was formed in 1931 by twenty various Co-ops pooling to a total of \$525.00, making one Co-operative.

In 1953 production was begun in oil blending. March 15, 1943, a refinery was bought in Montana. This refinery repaid itself in the sum of \$750,000 in the first year of operation.

In 1946 fertilizer was entered into—a saving of 11% was made to members. 7.1 million stock retirement was announced and return to Co-operatives. Farm machinery was operating at a loss so they discontinued this in 1957, due to competition.

At 11:30 we were hosted at lunch by F.U.C.E. which was really enjoyed. A film was shown on the Co-op Movement in its infancy, with ordinary farm life. A tour of the main office building was then conducted.

We visited the Board Room where the Directors from eleven states were dealing with a program called, 'Project Grow,' for the purpose of future plans for development.

After this we were taken to the oil blending and shipping building. In the oil blending laboratory they blend 5,000,000 gallons annually. We were shown how the old barrels were re-salvaged by the process of steaming and various treatment, painted and refilled.

Following this part of the tour we were taken to the M.M. Tractor Plant. This plant consists of nineteen acres, building and 1,200 employees.

We were then taken on a bus tour of the St. Paul Stockyards, second largest in the United States.

Comments:

This tour was a very educational day co-op wise and could well serve as a guide of sorts in our own movement, by combining their ideas and ours together, using their experience of 1931 as a sample which was started with so few people and capital, and what they are today.

February 14, Friday:

We visited the Minneapolis Grain Exchange building and first saw their grading and testing saw which differs greatly from our own methods. We went to the grain exchange floor where grain is bought and sold.

They speculate in the future's market. On the cash market, buyers buy visually from pan lots representing car loads or terminal storage. The price of wheat in July's future was .68c below the

Selling Price that day, due to uncontrolled production.

We then went to the Farmers Union Grain Terminal Association, where we were their dinner guests. This building, occupied by the Grain Terminal Association was paid for overnight by the advance in the price of flax, which they had purchased and stored in their grain terminals. The cost of this building was over \$2,000,000.

The Grain Terminal Association own thirteen farm Feed and Seed Plants and Grain Terminals in St. Paul and the Great Lakes Area. They have a Soybean Plant at Mankoto, Minn. This association is similar to our Wheat Pool.

Mr. Livingstone, President of the Association, stressed the importance of educating our youth to carry on the future executive operation of our co-operatives.

We participated in a fifteen minute newscast sponsored daily by Grain Terminal Association. The F.U.A. group was introduced to the Radio Audience. A group of Minnesota Farm Union were also guests at this broadcast. This group was going on to Washington to present their case for farm legislation.

February 15, Saturday:

In Minneapolis we visited the Farmers Union Building. Mr. Bowman, Chairman of the Membership Committee, greeted us and gave a talk on the Farmers Union and Co-operatives and how they worked together. Of a total of 130,000 farmers, 27% are members, this being somewhat lower than ours. They believe they do much better by keeping membership dues down and thus increasing their membership enrollment. The F.U. is supported by Co-operatives to the tune of 5% of their net profit, of which last year was \$11,000,000, divided over eleven state unions, rated as to their patronage.

The president's salary is \$12,000 plus expenses. The President of M.F.U., Mr. Christenson, spoke on the Economic Situation. He indicated that low farm income is a direct cause of unemployment, idle plants, low profits and high taxes, using information and data turned out by the Independent Bankers Association.

Beef prices dropped \$7.00 per cwt. during the last year, due to imports, overproduction and price manipulation. This can be broken down—for example, to .50c drop on Imports; \$2.00 actual overproduction and \$4.50 by manipulation by chain stores. Exports for last year were \$6 billion and Imports were \$4 billion. He explained how prices alter from year to year by saying that in 1952 it took 1,580 bushels of corn to buy a \$3,000 tractor, where it now takes 2,400 bushels.

He finished his speech by saying that he knew they had gained some very important facts through our talks and hoped that we had also.

Mr. Page then explained about our membership drive in the fall. Two canvassers from each district, who earned the most points for collection of dues were given the tour to St. Paul, which was sponsored by our U.F.A. Co-op. He thanked them very much for their hospitality and help in planning such a grand schedule while we were in St. Paul.

A tour of Tropical Conservatory, Zoo and a Super Shopping Centre, proved very interesting and made a welcome break from the heavy agenda that we endured the previous days.

Saturday evening the group had a very enjoyable evening at an Old Time Dance.

It was the opinion of the group that these tours are very worth while, and should prove of much value to our participants, as well as to the people visited.

February 16, Sunday:

The group took advantage of a free day to prepare for the trip home. Some members of the tour went to St. Paul's Cathedral, and some of the other big churches.

Later, an informal sight-seeing tour of down-town Minneapolis

F.W.U.A. STUDIES

Women's Role In Farm Organization

By Mrs. C. E. Jones

To predict the role of farm women for the next few years is difficult. Today women have become a real labor factor on the farm—not in the field or barnyard, but in the bookkeeping and accounting end of farming. Women can look forward to holding office in farm organizations, anywhere from secretary of the local to the president of the provincial body.

Today we are on the verge of a new set-up, within a changing rural community. Those who take office in such a community must have the education and training to conduct meetings at local, sub-district and district levels, and to take an intelligent part in provincial and national conferences.

PRESIDENT'S REPORT . . .

(Continued from Page 1)

tions. Twenty-four people had the opportunity to get a glimpse of the Ontario Hog Marketing Board in operation using the teletype system of selling. We were shown the complete selling process that this producer controlled marketing board was doing for the farmer. In conversation with one of the directors, he said he felt that the teletype system had encouraged competition in the market. Price and price alone is now the determining factor as to who bought the hogs.

Many informational meetings have been requested throughout Alberta. We have a core of farmers who are attending and bringing information to as many of the hog producers as possible.

I was rather disappointed in the address that was prepared and delivered by Sten S. Berg in Lacombe on Feb. 28, 1964. "Who will head the department? (presumably market board)—Bill Harper—Ed Nelson?" Reminds me of an incident recorded in 1907 when A. E. Partridge and others who were working to set up the Grain Growers Grain Company, to provide better marketing for the grain farmer. Most exasperating of all was the accusation that they were in the Company just for what they could get out of it.

"Yes sir," retorted Partridge when the charge was hurled at him at a meeting, "Yes sir, I'll admit I have got quite a bit of silver out of this Company, but it's not in my pocket, it's in my hair." Knowing that both these gentlemen are not interested in any special position or concession, it seems odd that such an accusation is being made. Perhaps this is history repeating itself?

Reference was also made by Mr. Berg to hiring of another \$30,000 a year sociologist to promote marketing boards. We have no sociologist working for the Union and total salaries for our whole staff of 12, including the president, were only \$33,000 in 1963. This is public information, available to anyone. We haven't got an economist either, promoting marketing boards out in the country. The only people bringing information to the locals are farmers themselves.

took members of the group to the Fey Tower. This is an imposing 32 story structure overlooking the twin cities. From the top, a person can look right up the Mississippi River.

That night, the group entrained home. Except for a change of trains in Winnipeg, the return trip was direct and without incident.

The whole group remarked on the excellent service provided on the train. Everyone claimed that they had fully enjoyed the experience.

Editor's Note: According to tour leader Dick Page, this was a most deserving group. "They gave me the most co-operation I could have expected from anybody. My wife and I really enjoyed being tour leaders."

Farm women are expected to meet the challenge of fluctuating prices for their farm products, and to maintain the atmosphere and partnership necessary within the family to operate a family farm. This requires some study of economics, the problems of Supply and Demand, why these problems exist, and their effect upon the farmers livelihood.

From such studies emerges a broadening of her views—the result of studying and attending such lectures and short courses as her time and interest permit. The result will be that she can be more effective in discharging her duties in the farm partnership. Her special field of bookkeeping, the relationship of cost to revenue,

I noted that a price comparison was made between Alberta and Toronto, and that Mr. Bennett, head of the Marketing Division, Canada Department of Agriculture, is "considered as one of the sharpest men in North America when it comes to assessing market situations," according to Mr. Berg.

The figures as given by Mr. Berg are as follows:

1963 average price \$27.89 cwt. Grade A at Toronto.

1963 average price \$26.33 cwt. on Grade A at Alberta.

Price spread is \$1.56. Freight differential is \$2.60 cwt., from which Mr. Berg concluded there was a loss of more than \$1.00 per cwt. to the Ontario producer.

While in Ottawa I obtained from Mr. Bennett a "Review and Appraisal of Livestock and Meat Industry" dated Feb. 4, 1964. Here are the figures from his report:

1963 average price Toronto—\$27.80 cwt.
1963 average price Calgary—\$26.10 cwt.

Toronto over Calgary \$ 1.70 cwt.

In the past 10 years, 1963 was the only year that the price differential was so close. To get a true picture let us examine other years, again using Bennett's report: 1956 Toronto offer Calgary \$4.10
1958 Toronto over Calgary 3.58
1960 Toronto over Calgary 3.31
1962 Toronto over Calgary 3.85
and on March 10, 1964,
Toronto over Calgary \$2.85

In calculating the 9-year-period from 1955-1963, the average price Toronto over Calgary is \$3.22. Taking away the freight differential of \$2.60 per cwt. we find that the Ontario farmers have received a 62c per cwt advantage over the entire 9 years. One other significant point. Chicago has been known to establish livestock prices in North America. At one time Chicago hog prices were always well ahead of Toronto. Today the reverse is true. Toronto prices were \$6.49 over Chicago in 1963. Could the price advantage have been gained for the Ontario farmers by their own producers marketing board? There appears to be no other reason.

Granite Champions

Our provincial curling bonspiel got off to a fine start on March 10th at the Edmonton Sportex Building. Eleven of the 14 districts had entries in the 'spiel. Our Minister of Agriculture, Mr. Strom and myself participated in the opening ceremonies. Both rocks only made half the required distance on the ice!!!

The Alberta Wheat Pool donated a very fine trophy which will hold a place of honour in our office, bearing the names of the winners. Individual trophies were presented to the champions, the team from District 10. Judging from the enthusiasm this year, this project will be carried on, with entries from all 14 districts.

C.C.I.L.

In travelling to the many areas

Fertilizer Important Despite Moisture Level

Tests have been conducted at Lacombe to determine the effects of fertilizer on stubble land when moisture reserves are low. The tests were made in 1961 and 1962 when soil was dry at time of seeding and seasonal rainfall was below normal.

The non-fertilized stubble fields seeded to Gateway barley yielded an average of 29.5 bushels per acre for the two years. The fertilized plots averaged 55.2 bushels. On fields where sufficient water was added prior to seeding to provide ideal moisture conditions, the fertilized plots averaged 47.3 bushels per acre or 3.1 bushels more than the plots without water.

S. R. Church, soils specialist at the station, observes that indications so far are that fertilizer had a greater influence on crop yield increases than has the supply of soil moisture at seeding.

can be of great assistance in the profitable operation of a farm.

of the province, I had one question asked in a number of locals: This is in regard to the increasing high cost of farm machinery. What can be done?

Members will recall that in the early years 1936-38 there was a commission appointed to study the high cost of farm machinery in Canada. Also a Select Special Committee on Farm Implement Prices & Distribution in Saskatchewan reported its findings on March 27, 1937.

These government investigations at Ottawa and Regina came to the same conclusions. They considered prices excessive. They advised farmers to set up a co-operative and reduce prices for themselves through elimination of competitive selling costs.

This was the beginning of C.C.I.L. which was incorporated in September 1940.

The idea upon which Canadian Co-operative Implements Ltd. was established was to mobilize the purchasing power of the farmers and to stop the practise of selling machinery at prices which included a lot of unnecessary selling expenses. C.C.I.L. was not set up to sell machinery to the farmer. It was set up to enable farmers to join together in purchasing the machines and services they required. In other words, another self-help program.

The year 1963 was a banner year for C.C.I.L. Sales volume increased by \$5,400,000 to over \$17,000,000. Savings totalled almost \$2,000,000. After provision for taxes, depreciation, reserves, \$1,925,000 is available as patronage refunds. This represented 14.1% over the cost price of new machines and repair parts bought during the year by C.C.I.L. members. The declared dividend will probably be approximately 12%. On a tractor valued at \$7,000 it would mean a refund of \$840.00.

Herein lies the answer to what can be done about the high cost of farm machinery. Again a glorious example of joining with your fellow farmers to strengthen your buying power.

One last comment, C.C.I.L. has been able to prove to their members that a substantial saving can be made even though they handle a pitifully small percentage of the farm machinery business (approximately 3%). Can you imagine what the patronage dividend could be if C.C.I.L. did 50% of the farm machinery business in Canada?

We are swamped with requests for people to attend meetings out in the country. I had practically every evening in March committed to various locals in the different areas. In the first week in April, two directors from the Ontario Hog Marketing Board will be in Alberta to speak to hog producers. Mr. Nelson and I will be accompanying them in many areas of Alberta. Please be on the look-out for posters announcing meetings in your area.